

EXHIBIT B

Adam Jaffe

EXPERT WITNESS

Summary of Opinions

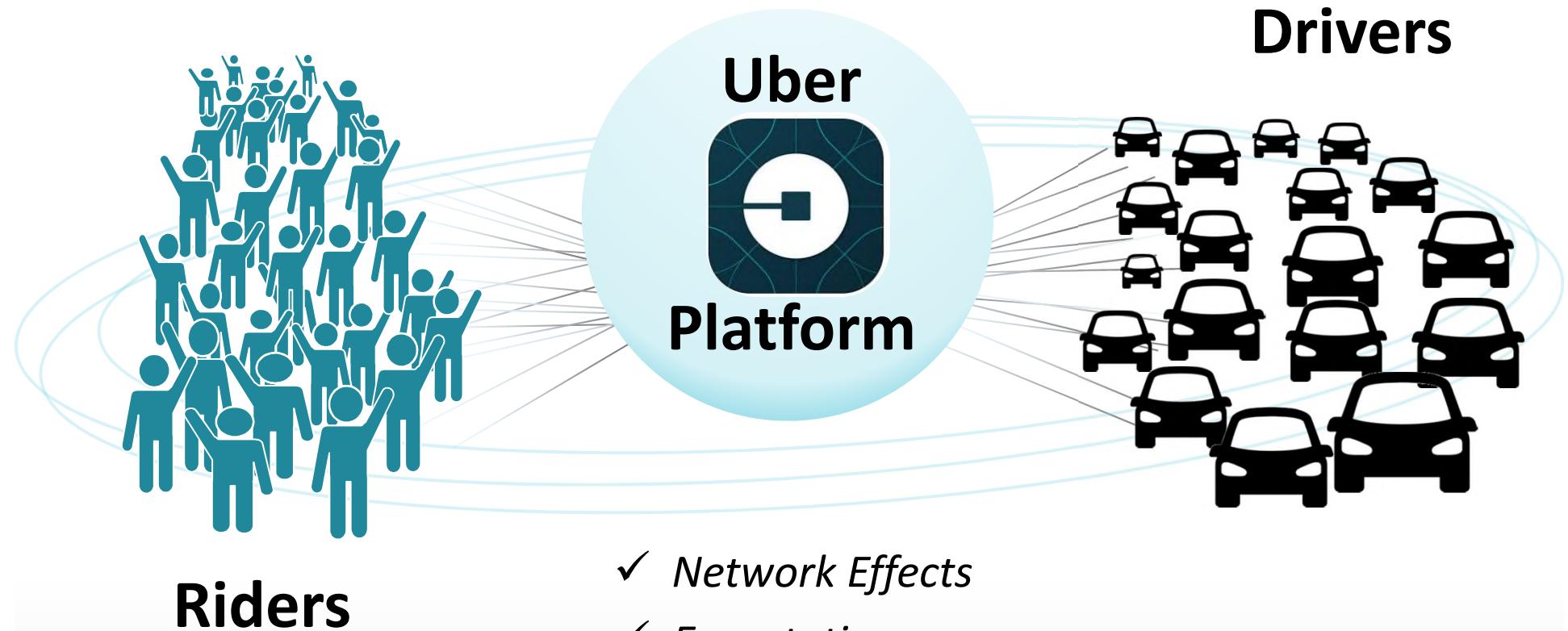
If Google had not copied the 37 Java API packages:

- Android very likely would not have been as successful
- Java was poised to enjoy continued success in mobile

From an economic perspective, Google's copying of the API packages in Android is:

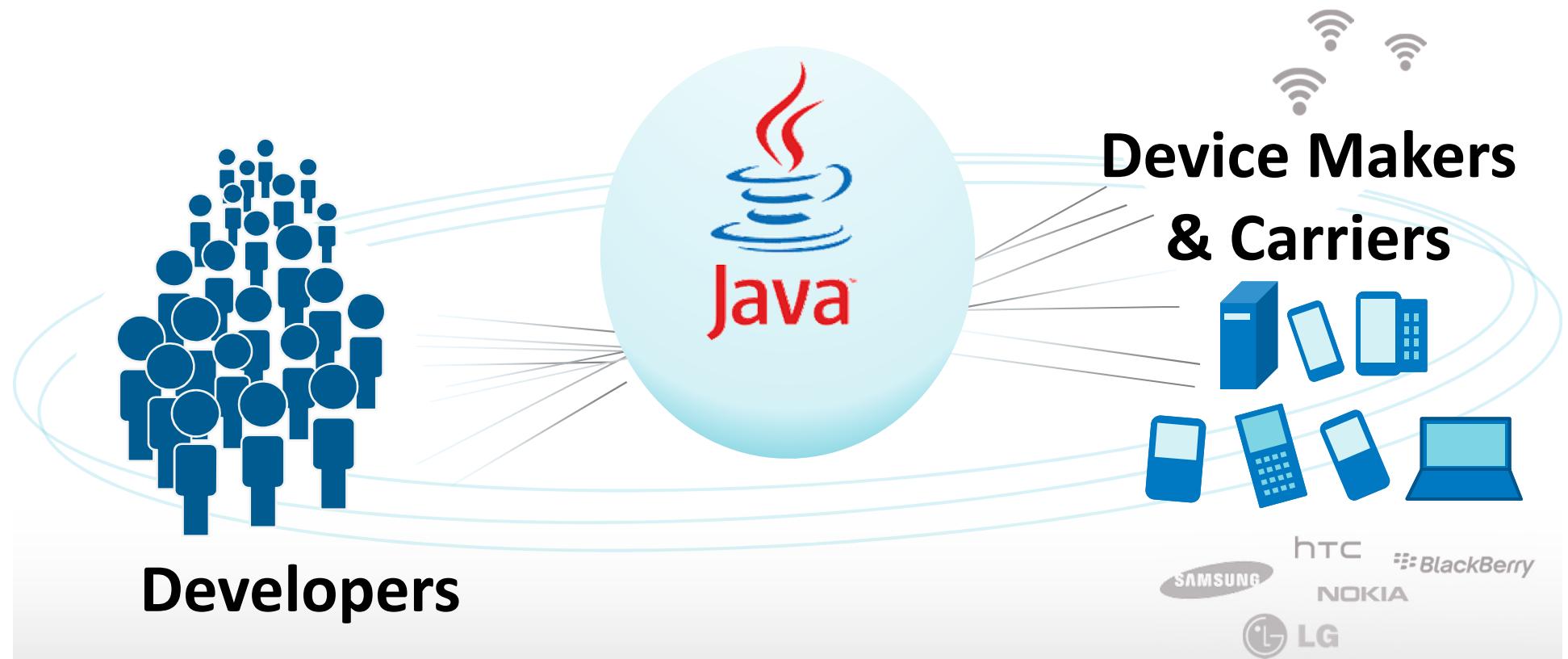
- Highly commercial
- A substitute for the Java API packages
- Causes significant harm to the actual and potential markets for the Java API packages

Platform Economics

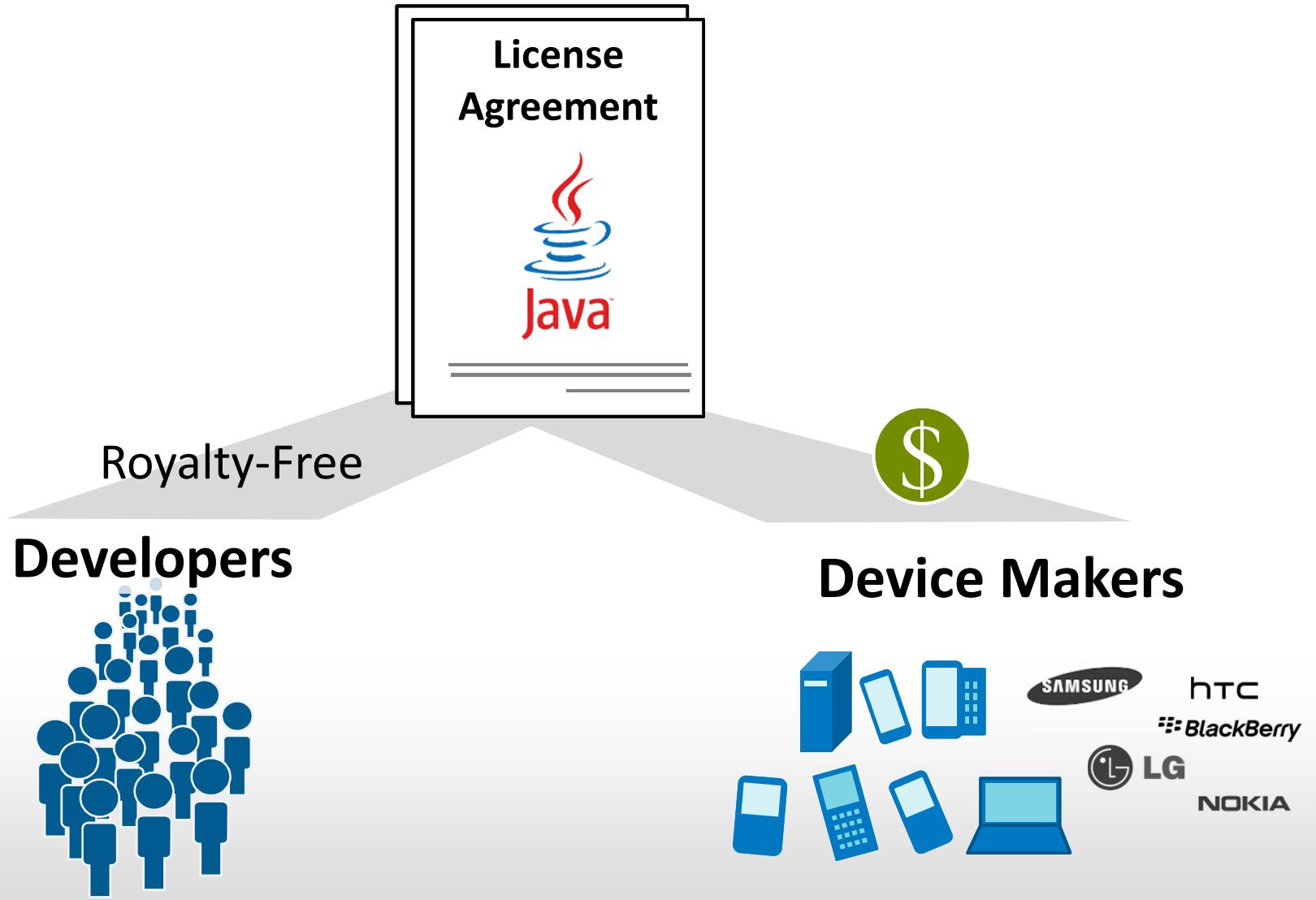


- ✓ *Network Effects*
- ✓ *Expectations*
- ✓ *Scale*
- ✓ *Tipping Points*

The Java Platform



Java Monetization: Licensing



Java Adaptation to Different Device Categories



Mobile Phone Continuum



2003

2004

2005

2006

2007

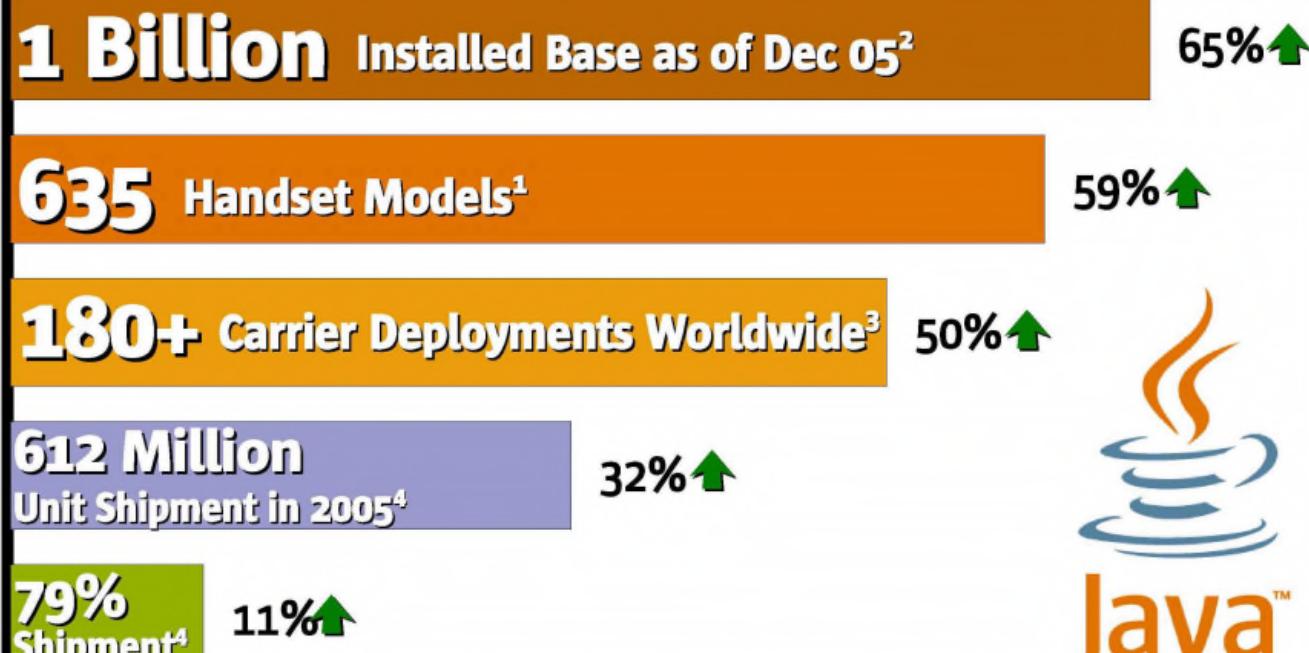
Internal Sun Presentation on Java

2005

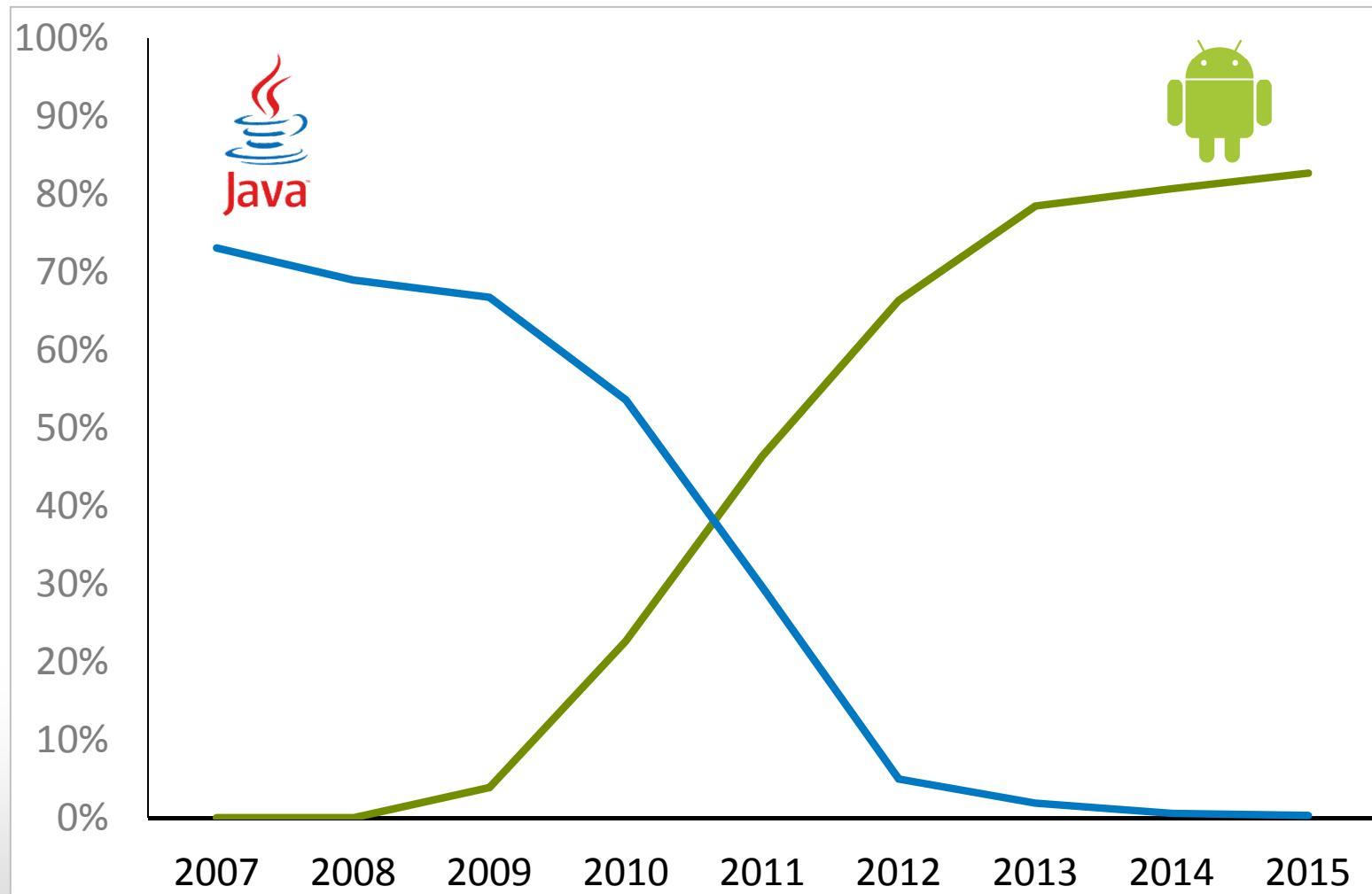


Java ME in Wireless

Phenomenal Momentum in 2004 – 2005



Android and Java in the Smartphone Market



Google Internal Presentation on Android



Why did Google invest in Android?



- Help deliver on the promise of open mobile Internet access
 - Better browser, location, etc. technology
 - Leverage point for cheaper, flat rate data plans
- Drive innovation in the mobile industry
 - Build a large platform and application developer communities
 - Drive investment in mobile software
- **Don't get locked out!**
 - Major mobile platform players are pushing into the software services space
 - Platform consolidation moving to the major players
 - Google can only be successful when there is true openness and competition

Window of Opportunity

Platform
Economics

Mobile Use
Rising

Rivals

iPhone
Launch



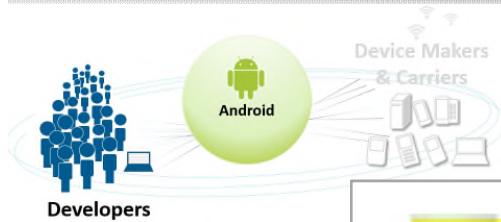
Android Chicken & Egg Problem



Developers

Device Makers
& Carriers

Google Presentation on Android



Supporting Java is the best way to harness developers



Fact: Linux fragmentation threatens market acceptance. Tools and new app frameworks are biggest hurdles. 6M Java developers worldwide. Tools and documentation exist to support app development without the need to create a large developer services organization. There exist many legacy Java applications. The wireless industry has adopted Java, and the carriers require its support.

Strategy: Leverage Java for its existing base of developers. Build a useful app framework (not J2ME). Support J2ME apps in compatibility mode. Provide an optimized JVM (Dalvik).

Google confidential

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Google Presentation to Potential Partners



Android

Google

Android Advantages

FIRST truly open, freely available Linux-based phone stack built from the ground up offering:

- Great phone experience
- Integrated Google applications
- **Powerful, simple Java Application Framework**
- Scalable, customizable applications and user experience
- Takes advantage of existing Linux driver model
- Advanced graphics system & rich media experience
- Advanced, standards-based Web Browser
- Complete phone solution

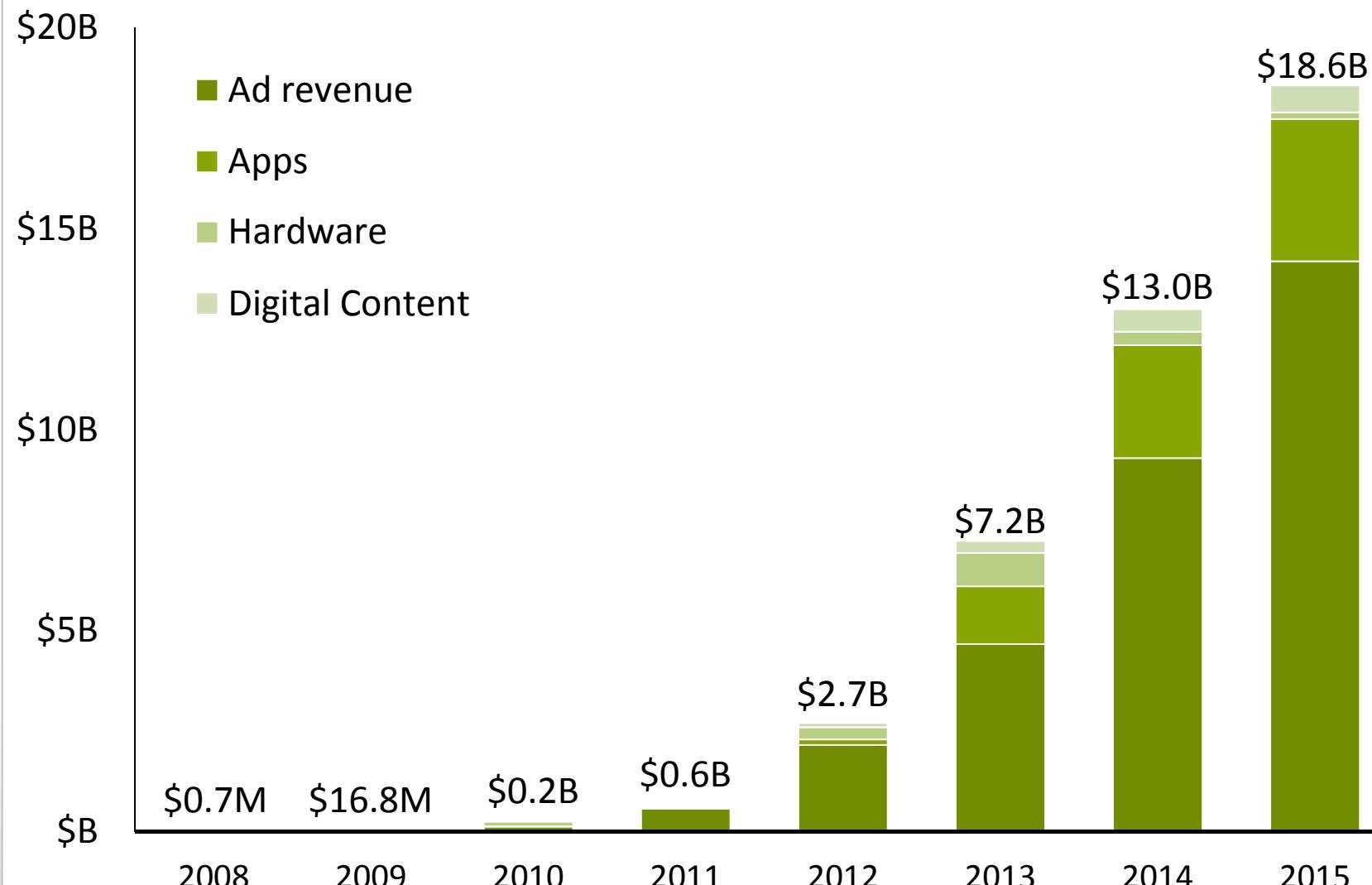
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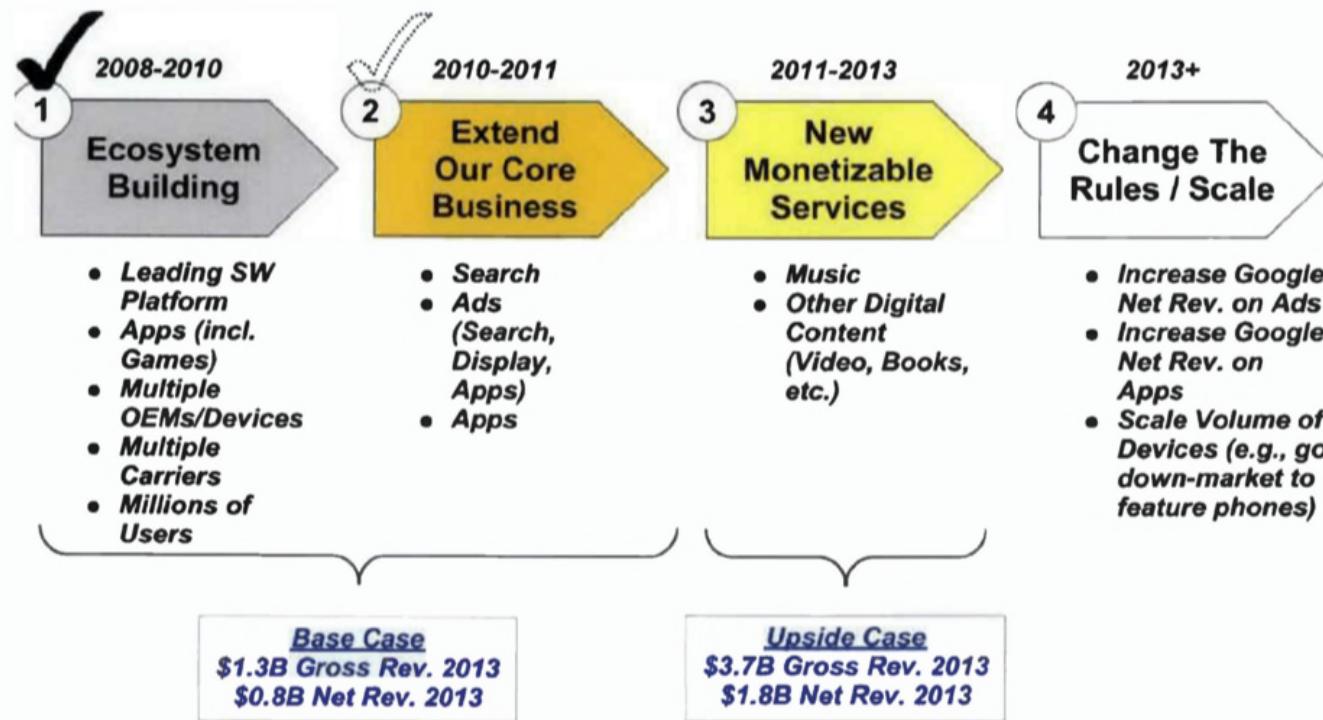
Android Revenue \$42.35 billion (2008-2015)



Android's Commercial Strategy



Android Strategy - Focused on Phase 2, moving to Phase 3



HIGHLY CONFIDENTIAL – ATTORNEYS' EYES ONLY

Oracle America v. Google, 3:10-cv-03561-WHA

Google Confidential and Proprietary

GOOGLE-21-00008131

Mobile Phone Continuum



HTC Dream v. HTC Touch Pro



HTC Dream



HTC Touch Pro

Mobile Ecosystem



Oracle sales team email exchange

October 8, 2010

Mike,

Need your help.

Spent 2hr+ meeting with HTC yesterday.

It was a sobering meeting for Oracle as our HTC counterparts explained how their java shipments will dry up very quickly as they migrate over to Android devices. Furthermore and most importantly for us, they intend not to make any prepayment.

This seriously damages fundamental assumptions built into TW FY11 goaling.

I, therefore, would like to get on a call with you either during your Fri. or Mon. next week.

I can do a call on Fri. 10/8 4pm PT onwards or early morning PT on 10/11 Mon.

Please let me know your availability. It is critical we try talk at earliest.

Regards,
James//

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Oracle sales team email exchange

March 10, 2010

On 03/10/10 07:19, Geoff Morton wrote:

Neal

Overview of Android impact in EMEA.

1. Nokia

- They see Android and Apple as the main competitors in the smartphone arena
- They say they have no plans to adopt Android. They keep to the same story privately
- Revenue impact : None they still have 6-years to run on their agreement, paying \$7m p.a. as a minimum

2. Sony Ericsson

- They see Android as their primary platform in the smartphone market
- Until end-CY09 95%+ of all their handsets included Java (approx. 50m units in CY09)
 - They have stated that only legacy phones will continue with Java with final model releases in CY11
 - Last featurephones with Java during CY12
- Essentially all new smartphone models will be based on Android
 - They have some Win Mobile (approx 3m)
 - Even less based on Symbian S60
- Revenue impact :
 - Jun-10 they pay their final \$5,100k for upcoming year
 - FY11 will have to re-negotiate a new term and/or agreement
 - The forecasted volumes are likely to be around 50% of current agreement levels for FY11 and reducing below this FY12, FY13
 - FY13 could be down to 0% of models shipping with Java

Java Quarterly Sales Review

July 2010



Android Impact = Revenue Decline

- Android has severely damaged handset Java sales and future trending is poor:
 - *SEMC* : Over 80% of SmartPhones will be Android. EOLED their FeaturePhone platform. Revenues expected to drop to \$2M - \$3M from \$5M+
 - *Motorola* : Moved to Android for SmartPhones. Limited FeaturePhone shipments. Negotiating lower volumes for Java. Expected to drop revenues to \$2M range from \$5M+
 - *HTC*: More than 60% total units to be Android. Expected loss of \$1M+
 - *LGE*: 50% of SmartPhones to be Android. Expected loss of \$1M+
 - *Samsung*: 50% of SmartPhones to be Android. Pushing native BADA platform as well. Expected no growth to committed FY11 payment
 - *Samsung*: Chose Flash over JavaFX for their IPTV platform deployment
 - *Amazon*: Looking for Java alternatives including Android. Asking for lower royalty structures. FY10 payments including pre-pay \$2.1M. Expected FY11 payment based on volume forecast \$600K
 - Over-all Java attach rate dropping due to decline in demand

Summary of Opinions

